

Program Integrator Saves Government \$8.5 Million



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Last summer, Defense Contract Management Agency (DCMA) Orlando received requests from Naval Sea Systems (NAVSEA) Command to analyze three very detailed and complex proposals from Lockheed Martin Maritime Systems and Sensors for the delivery of remote minehunting systems (RMS). The RMS consists of an unmanned submarine that tows an advanced variable depth sensor designed to detect, classify, localize and identify moored and bottom mines. These submarines will be launched from a new class of U.S. Navy destroyers, as well as from the Navy's new littoral combat ship.

The primary proposal was for the low rate initial production (LRIP) of 10 systems. Two other proposals were for the installation and checkout (INCO) of spares and reconfiguration of the system to perform an antisubmarine function. The three proposals totaled approximately \$110 million, requiring more than 400,000 labor hours and over \$50 million of direct material. NAVSEA was under direction to analyze and negotiate all three proposals by Sep. 30, 2006.

Mr. David Segall, DCMA Orlando program integrator, located at Lockheed Martin Maritime Systems and Sensors Undersea Systems, Riviera Beach, Fla., provided the technical support to the negotiations (TSN) sent to the customer. Each TSN addressed all elements of cost, down to the lowest level proposed, and fully supported recommendations for each proposed

task. The LRIP proposal required the analysis of 34 separate elements containing 11 different engineering, manufacturing and program support/management and labor categories for three fiscal years. Mr. Segall exceeded the customer's expectations and completed the 31-page TSN in fewer than 30 days.

Throughout the process, Mr. Segall provided support at numerous meetings with the customer at both the contractor and customer locations. During the September 2006 negotiations, Mr. Segall took the lead for the government team and was the "point man" for intense discussions with the contractor regarding labor hours and material. Upon conclusion of the negotiations, Mr. Segall was singled out by NAVSEA for saving the government \$8.5 million.

Mr. Segall was recognized in a letter of appreciation from Mr. G. A. Humes, Mine Warfare Program Office program manager, to DCMA Orlando. In this letter, Mr. Humes stated that, "This contract had an accelerated award date that was imposed on us, and without his ... knowledge, attention to detail, patience and professionalism in the day-to-day conduct of definitization activities, this effort would not have been completed on time. ... We feel very fortunate to have him as part of our team." Additionally, Mr. Segall was provided a monetary award from the Department of the Navy.

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(Top) A single operator will be able to command and control the Remote Minehunting Vehicle, a component of the Remote Minehunting System, from the console an *Arleigh Burke Class* Flight IIA destroyer, like the one shown here operated by Gas Turbine Systems Technician 2nd Class Rondell Bethelmy aboard the *USS Shoup*. (DDG 86) (U.S. Navy photo by Photographer's Mate Airman James R. Evans)

(Above) The Remote Minehunting Vehicle is launched and recovered from a host ship, such as an *Arleigh Burke Class* Flight IIA destroyer, like the *USS John S. McCain* (DDG 56) shown here. (U.S. Navy photo by Mass Communication Spc. Seaman Bryan Reckard)